

Message Text

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ACTION COME-00

INFO OCT-01 EUR-25 ISO-00 CAB-09 CIAE-00 DODE-00 DOTE-00

EB-11 INR-10 NSAE-00 RSC-01 FAA-00 SAI-01 PRS-01 PA-04

USIA-15 SCI-06 EPA-04 CEQ-02 DRC-01 /091 W

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FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 8372

INFO AMEMBASSY BUDAPEST

AMEMBASSY WARSAW

UNCLAS MOSCOW 6398

E.O. 11652: N/A

TAGS: ETRD US UR

SUBJECT: US AVIATION GROUND SUPPORT EQUIPMENT TRADE MISSION TO
USSR, POLAND, AND HUNGARY

REF: MOSCOW 6221

1. ALTHOUGH MISSION HAD USUAL GROUP MEETINGS IN MOSCOW, EMBASSY BELIEVES SUCCESS SUCH ACTIVITIES MIGHT BE ENHANCED IF QUOTE SPECIALIZED HANDLING UNQUOTE, AS RECOMMENDED MOST RECENTLY IN REFTEL, WERE ACCORDED BY ALL CONCERNED. MISSION TECHNICAL BROCHURES SHOULD BE IN HANDS EMBASSY NOT LESS THAN THREE WEEKS PRIOR MISSION ARRIVAL. IN SUBJECT CASE, BROCHURES FOR ONE FIRM (U.S. AIRMOTIVE) ARRIVED AFTER MISSION DEPARTURE AND THOSE FOR SECOND FIRM (WALTER TRUCK CO.) HAVE NOT YET APPEARED. IN GENERAL 25 COPIES SUFFICIENT FOR DISTRIBUTION TO INTERESTED SOVIET ORGANIZATIONS. EMBASSY BELIEVES THAT MORE RAPID DELIVERY OF LITERATURE MIGHT BE EFFECTED IF FIRMS ARE INSTRUCTED TO ADDRESS PACKAGES DIRECTLY TO SPECIFIC EMBASSY, CARE OF DEPARTMENT OF STATE, INSTEAD OF PRESENT POLICY OF SENDING PACKAGES THROUGH USDOC.

2. MISSION MEMBERS SHOULD UNDERSTAND THAT USG, INCLUDING EMBASSY, CAN BE OF GREATEST ASSISTANCE ONLY IF COMPLETE
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INFORMATION IS DISCLOSED WITH REGARD PLANNED ACTIVITIES OF FIRM DURING MISSION, INCLUDING PREVIOUSLY ARRANGED INDIVIDUAL

APPOINTMENTS. ONE FIRM ON SUBJECT MISSION HAD PRIVATELY PLANNED ALL DAY TECHNICAL/SALES SEMINAR IN MOSCOW, WHICH EMBASSY WAS UNAWARE OF UNTIL MISSION'S ARRIVAL. A SECOND FIRM HAD NUMEROUS CONTACTS IN MOSCOW AND HAD SET UP SEVERAL INDIVIDUAL APPOINTMENTS PRIOR TO ARRIVAL. WHILE EMBASSY HAS NO OBJECTION IN PRINCIPLE TO SUCH ARRANGEMENTS, QUESTION DOES ARISE OF REASON FIRM JOINS TRADE MISSION IF USUAL USG ASSISTANCE NOT REQUIRED. ATTITUDE OF OTHER MEMBERS MISSION COULD BE ADVERSELY AFFECTED IN SUCH INSTANCES. IN ANY CASE EMBASSY SHOULD BE MADE AWARE OF PLANS IN ORDER FACTOR THEM INTO SCHEDULE.

3. EMBASSY WOULD AGAIN STRESS THAT INDIVIDUAL APPOINTMENTS FOR TRADE MISSION MEMBERS USUALLY OCCUR ONLY AFTER GROUP MEETINGS AND AT INITIATIVE OF INTERESTED SOVIET ORGANIZATIONS. IF SPECIFIC MISSION MEMBERS DESIRE APPOINTMENTS WITH INDIVIDUALS WITH WHOM THEY ARE ACQUAINTED OR OF WHOM THEY AWARE THESE REQUESTS SHOULD BE INCLUDED IN USDOC TELEMGRAS TO EMBASSY.VD IN GENERAL LETTERS FROM USDOC OR FIRMS THEMSELVES, AND COPIES USDOC FORM DIB 4710, REACH EMBASSY TOO LATE TO BE USEFUL FOR MISSION PLANNING.

4. EMBASSY INTENDS MEET IN NEAR FUTURE WITH CHAMBER COMMERCE AND INDUSTRY AND US-USSR TRADE AND ECONOMIC COUNCIL OFFICIALS, AND PERHAPS OTHER SOVIET ORGANIZATIONS SUCH AS STATE COMMITTEE SCIENCE AND TECHNOLOGY, TO DISCUSS TRADE MISSIONS. GENERALLY EMBASSY BELIEVES THAT UNDER PRESENT SITUATION SUCH MISSIONS SHOULD BE SCHEDULED FOR NOT MORE THAN TWO FULL DAYS OF ACTIVITIES IN MOSCOW, WITH GROUP MEETINGS OCCUPYING FIRST DAY, SOCIAL EVENT EVENING OF FIRST DAY, AND INDIVIDUAL MEETINGS FOR SECOND DAY. IN CASES WHERE GROUPS DESIRE INCLUSION OF FREE DAY FOR NON-BUSINESS ACTIVITIES (TOURS, ETC.) THIS SHOULD BE MADE CLEAR TO EMBASSY.
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